Philip Morris USA

McLane Shipments

ABOVE NORM PM SHIPMENTS TO MCLANE THIS WEEK ARE ~~PARTIALLY RELATED TO MCS PROMOTIONS~~. MCLANE SHIPMENTS TO THEIR RETAILERS WERE ABOVE NORM FOR THE LAST TWO WEEKS.

TOTAL PM VOLUME MCLANE
(millions of cigarettes)

Week Ending	PM Shipped To McLane	McLane Shipped To Retailers	Difference
3/17	641.3	609.3	32.0
3/24	553.4	625.3	-71.9
3/31	689.7	~~631.8~~ 637.5	~~57.9~~ 52.2
4/7	706.1	639.3 (e)	66.8
4/14	634.8	652.8 (e)	-18.0
AVERAGE WEEK-1Q	528.6	~~591.8~~ 592.2	~~-63.2~~ -63.6
YTD 1995 TOTAL	~~7,578.0~~ 8212.8	8,332.9	~~-754.9~~ -778.6
AVERAGE WEEK - YTD	~~541.3~~ 547.5	~~595.2~~ 599.4	~~-53.9~~ -51.9

All volumes through 10/21/94 exclude 24 Sam's Clubs in Michigan which purchased directly from PM. As of 10/28, these are included in McLane's Northeast Divisic

revised 1Q Total 7699.3

2045368760

2045368761

Source: https://www.industrydocuments.ucsf.edu/docs/jswj0004